

Exhibit A

**Prepared Under Direction of
Law Practice Management Committee**

American Intellectual Property Law Association
1400 Crystal Drive, Suite 600
Arlington, Virginia 22202
www.aipla.org

Average hourly billing rate in 2016 (Q30)

Private Firm, Partner

		Average hourly billing rate in 2016						
		Number of Individuals	Mean (Average)	10th Percentile 10%	First Quartile 25%	Median (Midpoint)	Third Quartile 75%	90th Percentile 90%
All Individuals		331	\$503	\$301	\$373	\$450	\$580	\$799
Years of Intellectual Property Law Experience	5-6	6	\$327	ISD	\$250	\$330	\$375	ISD
	7-9	11	\$382	\$256	\$300	\$350	\$445	\$690
	10-14	43	\$381	\$297	\$315	\$365	\$421	\$517
	15-24	131	\$498	\$321	\$375	\$450	\$600	\$750
	25-34	85	\$553	\$348	\$400	\$490	\$675	\$900
	35 or More	55	\$575	\$348	\$420	\$525	\$700	\$962
Location	Boston CMSA	13	\$632	\$295	\$410	\$700	\$800	\$994
	NYC CMSA	26	\$582	\$386	\$433	\$540	\$705	\$930
	Philadelphia CMSA	13	\$578	\$328	\$450	\$550	\$738	\$884
	Washington, DC CMSA	52	\$535	\$346	\$400	\$470	\$681	\$818
	Other East	12	\$397	\$250	\$350	\$390	\$483	\$528
	Metro Southeast	12	\$481	\$268	\$365	\$438	\$510	\$950
	Other Southeast	12	\$384	\$305	\$341	\$363	\$424	\$525
	Chicago CMSA	24	\$562	\$380	\$453	\$522	\$640	\$895
	Minne.-St. Paul PMSA	13	\$484	\$280	\$358	\$425	\$598	\$763
	Other Central	70	\$398	\$290	\$320	\$378	\$446	\$593
	Texas	32	\$606	\$334	\$413	\$528	\$819	\$900
	Los Angeles CMSA	7	\$575	ISD	\$400	\$525	\$770	ISD
	San Francisco CMSA	13	\$634	\$401	\$478	\$525	\$798	\$1,022
	Other West	32	\$417	\$300	\$318	\$390	\$469	\$578
IP Technical Specialization (≥50%)	Biotechnology	19	\$551	\$285	\$370	\$420	\$750	\$950
	Chemical	28	\$433	\$299	\$350	\$420	\$500	\$630
	Computer Hardware	5	\$669	ISD	\$413	\$700	\$910	ISD
	Computer Software	33	\$493	\$309	\$353	\$450	\$535	\$783
	Electrical	25	\$518	\$318	\$350	\$450	\$673	\$840
	Mechanical	71	\$446	\$303	\$350	\$400	\$513	\$634
	Medical/ Health Care	15	\$450	\$298	\$380	\$400	\$550	\$564
Age	Pharmaceutical	9	\$786	ISD	\$500	\$900	\$1,025	ISD
	Younger than 35	3	\$367	ISD	ISD	\$350	ISD	ISD
	35-39	22	\$354	\$250	\$300	\$348	\$405	\$457
	40-44	37	\$471	\$299	\$335	\$390	\$600	\$750
	45-49	52	\$474	\$300	\$350	\$423	\$528	\$791
	50-54	84	\$490	\$315	\$390	\$450	\$550	\$785
	55-59	52	\$535	\$344	\$389	\$478	\$593	\$900
Gender	60 or Older	79	\$573	\$373	\$420	\$525	\$700	\$950
	Male	284	\$504	\$315	\$375	\$450	\$575	\$790
Highest Non-Law Degree	Female	43	\$485	\$300	\$330	\$425	\$605	\$846
	Bachelor's Degree	219	\$495	\$310	\$365	\$440	\$565	\$795
	Master's Degree	69	\$542	\$300	\$398	\$500	\$690	\$850
Ethnicity	Doctorate Degree	29	\$481	\$300	\$340	\$450	\$600	\$785
	White/Caucasian	293	\$503	\$300	\$374	\$450	\$578	\$800
	Hispanic/Latino	6	\$486	ISD	\$303	\$483	\$668	ISD
	Asian/Pacific Islander	14	\$533	\$325	\$393	\$505	\$620	\$848
Full-time Intellectual Property lawyers and agents in the firm or corporation	Other	5	\$516	ISD	\$333	\$375	\$770	ISD
	1-2	33	\$380	\$250	\$300	\$350	\$410	\$530
	3-5	59	\$414	\$300	\$360	\$390	\$450	\$535
	6-10	46	\$446	\$300	\$350	\$425	\$531	\$604
	11-25	67	\$447	\$300	\$350	\$400	\$500	\$604
	26-50	38	\$517	\$314	\$418	\$495	\$568	\$754
	51-100	46	\$622	\$379	\$450	\$568	\$789	\$950
	101-150	18	\$634	\$401	\$475	\$615	\$756	\$853
	More than 150	20	\$837	\$603	\$669	\$825	\$984	\$1,095